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ROSEBANK NURSERY

HORACE R. MANN, Proprietor

WINCHESTER,
TENNESSEE



It Will Pay You to
Read Every Word
of Catalogue before
placing your order.

BERRY PLANTS
A SPECIALTY

ROSEBANK NURSERY

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TENNESSEE

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GREETINGS

I am very grateful to my friends and customers for the splendid patronage shown me during the past season. With your continued orders and assistance you have made last season's orders the largest in my history, and I heartily wish to thank you for the many words of praise you have said in regard to my plants.

My aim has always been and always will be to give entire satisfaction to all my customers. My object first, last and all the time is once a customer always a customer. I will use my best efforts to give you the highest quality in the stock that I send out. Whether you are a new customer or an old patron, I promise to do everything in my power to satisfy you, and to retain you as a permanent buyer of my plants. My aim is to make my business improve, to grow better stock each year, so my trade will grow more prosperous year after year. To the new customer that comes to me this and succeeding years I extend a welcome and am very anxious to maintain a strict personal relationship with you. I want to conduct my business in such a way that you who order of me will not only be a customer, but a friend as well.

Varieties and Description of Strawberries

SUPERB EVERBEARING—Fall Bearing Variety

I place this variety at the head of the list and consider it the best of all the Fall bearing kinds and for several reasons. Plants are large and thrifty, with an abundance of long roots. It will pull through a long, dry season and produce a satisfactory crop. It always makes just about the right number of plants for a good fruiting row and with me has never shown any rust or other diseases. In fact, an ideal plant, and very productive. The fruit is very large in size, even to the very last picking, and always commands a fancy price in any market. Its extra large size, regular even shape, beautiful color, firmness and quality makes it a leader in all markets and you will make no mistake in planting heavy to this variety. If the matted row system is followed and the blossoms kept clipped off of the original, or mother plant, until about July 15th, it will bear an abundance of large, fine berries in the Fall, besides producing sufficient new plants to form a good fruiting row. The new formed plants of Superb will not bear much, if any fruit in the Fall of the first year, but will bear an immense crop in the Spring and a fair crop again in the Fall, when the patch should be plowed up, as it never pays to hold the patch over for the third crop.

The Superb is well adapted for hill culture, and will produce best results on a sandy, loamy soil, however it will do just fine on a clay loam, if not too heavy. If a large amount of fruit is wanted in the Fall of the first year, the hill system should be followed. Set three rows of plants 12 inches apart each way, then allow 3½ feet, for horse cultivation, then another three rows of plants 12 inches apart each way, and so on throughout the patch. Keep all blossoms clipped off until July 15th, then allow them to blossom all they will from that time on. Keep all the runners cut off throughout the entire season and this is very important, for every runner you cut off, the plant will throw up another crown which will bear fruit, and by the last of September each plant will have a large number of crowns and the space between the plants well filled, so that the row will have the appearance of a solid matted row. The Superb grown in this way should produce at least 150 to 175 crates of berries per acre in the Fall of the first year. This leaves the grower a handsome profit for his labor and money invested and all in seven months from the time the plants are set in the Spring. Under this system the plants will exhaust

their vitality in producing such a heavy crop of fruit, that it is not advisable to carry the patch over for the few berries the plants would produce in the Spring. And we would advise you to plow up the patch, late in the Fall, just before the ground freezes and replant it again in the early Spring. A couple of rows can be left along one side of the field to produce new plants for the Spring setting, thus saving you the expense of buying plants every year. I advise you to plant heavily of this variety and by following the hill system you will find it the best money maker and the most satisfactory strawberry you have ever grown.

PROGRESSIVE EVERBEARING—Fall Bearing Variety

I consider this variety the second best, of all the Fall bearing kinds. However, there are a great many berry growers who claim this is their first choice, so opinions are pretty well divided as to which variety, the Progressive or Superb, is the most profitable one to grow. The Progressive is more of a lazy man's berry, as it will produce a good crop in the Fall, under adverse circumstances. The plants are perfectly healthy and medium in size; the color, manner and habit of growth resembles the Dunlap to quite an extent, and it is the best plant maker of all the Fall bearing kinds and is very productive. The fruit is medium in size, firm, and of fine color and quality. The Progressive will do well on most any kind of soil and needs no petting or extra work, except to keep the blossoms clipped off of the mother plant until Aug. 1. This is done simply to preserve the vitality of the mother plant, and cause it to make as many new plants as possible, as every one of the new formed plants will bear a heavy crop of berries in the Fall of the first year, as well as the mother plant. The Progressive is not adapted for hill culture, and the matted row system should be followed with this variety. If your soil is rich, set the plants two feet apart in the row, with rows four feet apart, but if the soil is thin, or not very rich, set the plants 18 inches apart in the row, with rows three and a half feet apart. The young plants will commence to bear fruit during the latter part of August, and will continue bearing until the ground freezes in the Fall, producing the most berries from September 20, to October 20. It will also bear a good crop again the following Spring, and a fair crop in the Fall of the second year. However, the best and most satisfactory crop is produced in the Fall of the first year. Both the Progressive and Superb are sure croppers for if the frost should kill all the blossoms in the Spring, they will come right on again, just like nothing had happened, and produce a good crop anyway, only a little later, which many times, means an increase in prices. Take my word for it, there is big money for you in both of these varieties, so plant all you can of them.

EXCELSIOR

Has no equal as an early berry, it always gets the very best price on the market on account of its early arrival, this variety is now regarded as one of the best extra early berries; berry dark red, of good size, a good shipper and is popular in all parts of the Union as a shipper to a distant market.

MICHEL'S EARLY

Is a success as an extra early berry in the South. It is all that can be desired.

LADY THOMPSON

This berry is of the Klondike type, has a perfect blossom, is hardy, productive, a splendid keeper and able to hold its own under any "rough and tumble" methods of culture to which it is likely to be subjected. It is a very heavy bearer of good size, even fruit, of a very beautiful dark red color. It is a berry to grow for either home use or market.

KLONDIKE

Is a mid-season ripener following Excelsior and has become quite popular on account of its large size and firmness. It is especially valuable for long distance shipment, the plant growth is fine; it is a productive berry; large, model red, fair quality.

MISSIONARY

A great favorite in the South where it is largely grown for shipment to northern markets early in the season. The berry is long, glossy as if varnished. If you look into the shop windows of the great cities in February and March, you will see baskets of berries nicely arranged in tiers and they shine as if varnished. This is the Missionary variety which is a great favorite in Florida and other sections of the South. It is a great berry in the North for appearance, but is not as productive as some.

AROMA

One of the best late berries on the market, admired by all who see it and largely planted in all parts of the Union; fruit very large, roundish, conical, glossy, red of an excellent quality and is a very productive plant, is a strong stocky grower, fast growing in favor as a late berry, admired especially for long shipments and table use.

BUBACH

This berry has caused quite a stir among growers. It is certainly a very fine berry; a vigorous and thrifty grower; the berries large and even in size; an abundant producer. Should be planted by all berry growers either for market or family use.

GANDY

Originated by Mr. Gandy of Pa., more than thirty years ago, and yet is being planted extensively. This variety does best when planted with some other late berry. The Aroma is a good one for this, berry is extra large, a good shipper, and is the last variety to ripen among the standard varieties.

RED RASPBERRIES

ST. REGIS (Red Everbearing Raspberry). Brilliant crimson, very large, juicy, highest quality. Ships well. The canes are very strong, vigorous and hardy. The main crop is as heavy as the black caps. It is the most productive of all red raspberries. The old canes continue to produce until late August when the canes of this season's growth begin to ripen some fruit. The first of the crop comes very early. This is the only successful "everbearing" raspberry, and is most profitable.

BLACK RASPBERRIES

GREGG. The largest, best and handsomest hardy black Raspberry. It is a dark purple berry, very large, early and ripens the entire crop in about two weeks; canes hardy, fruit of good quality, and an enormous bearer; grows from tips, not suckers.

DEWBERRY

LUCRETIA. One of the low growing trailing dewberries, in size it equals any of the tall growing sorts. Perfectly hardy, healthy and remarkably productive, with large showy flowers. The fruit, which ripens early, is often one and one-half inches long, by one inch in diameter; soft, sweet, and delicious throughout and no hard core; ripens before late raspberries are gone.

Should be mulched to keep berries from the ground. We can highly recommend this variety.

This really valuable fruit follows the strawberry in the spring, and over a period of three weeks or more. It is easy to grow, valuable for home use and local market. Plant four or five feet apart. After bearing season is over, cut out all old canes and keep clean.

BLACKBERRIES

Plant 4 feet apart in rows 6 feet apart. Pinch the canes back when 4 feet high. Light, moderately rich land is preferable.

EARLY HARVEST. One of the earliest; berry medium size and good quality; prolific. The very best we have. Earliest commercial early blackberry.

INSTRUCTIONS TO PURCHASERS FOR SPRING PLANTING

My customers will find it greatly to their advantage when in need of small fruit plants, to place their orders early, say January, February or first part of March—the earlier the better. Strawberry plants especially should be planted early for best results, even if the ground is a little too wet and the weather so cold that it makes a disagreeable job for planting. Later on you will be glad that you got the plants out early, as the plants set out early are more apt to grow, and do well for you, and will make a better fruiting row by Fall than if set out late in the season.

You have everything to gain and nothing to lose by ordering early and having the plants shipped early, as the plants shipped early are in a dormant state, and will stand digging, shipping and transplanting much better than if shipped late when there is a rank growth of foliage, with unfavorable weather conditions. Then you save quite a little in express charges on early shipments, as the plants are lighter in weight, and besides on all early orders, you get just what is wanted before my list becomes broken, while late comers are apt to find my list broken, and I may be short of just the special kinds wanted, causing annoyance to me and disappointment to the purchaser, so if the above suggestions meet with your approval, just sit down and make up your order of whatever plants you may need for the Spring planting, and mail to me as soon as possible after you receive this list.

EXPRESS SHIPMENTS

When there are no strikes and conditions are normal, I would advise you to have all fair sized shipments of plants sent by express, and very small orders by parcel post.

FREIGHT SHIPMENTS

I advise you not to have any kind of plants shipped by freight, no matter what the distance may be, or the cost of transportation; it is not a safe and reliable way to have live plants shipped.

I EXERCISE CARE

That all my goods shall be true to name, and hold myself ready upon proper proof to refund money or replace any varieties that prove untrue. It is mutually agreed that I shall not be liable for a greater sum than the amount paid out for stock.

Early in the season I usually have in stock everything listed in this list, but late in the season I frequently run out of some varieties; therefore, when you order late state whether I shall substitute something equally as good and as near like variety ordered as possible or return money, for stock that I may be out of. Answer on order blank.

PACKING

Is done in the best possible manner in crates and baskets, using plenty of moss, making no charges for work or packing.

VERY IMPORTANT

When plants are received, if your ground is not ready or if the weather is dry and windy, do not plant out, but take them from the package, loose the bunches and heel them in moist; firm the ground around the roots and if dry, water the roots only, as water in the buds will damage them; and shade them from the sun and they will begin to grow. When your ground is ready and the weather is favorable, plant out in rows three and one-half feet apart; twelve, fourteen or sixteen inches apart in the row; treated in this way scarcely a plant will fail to grow.

HOW TO ORDER

Use the Order Sheet and Return Envelope if possible. Make out your order deliberately and sign your name plainly so I can read it. Send money by Post Office or Express order, Registered Letter, Bank Draft or Personal Check, any way that will insure our getting it safely. The fee charged may be deducted from total amount of order. State how goods are to be shipped—parcel post, express or freight.

How to Grow Strawberries

I have so many inquiries along this line that I feel it my duty to give a partial description of my method of cultivation, but it would be difficult to set a rule that would apply to all localities.

SOIL AND LOCATION

The strawberry will thrive in a great variety of soils and locations. Almost any land that will produce good crops of corn or general farm crops will produce strawberries, providing the soil is not waterlogged for any portion of the year. In some cases strawberries do surprisingly well on light, sandy land, providing fertilizer is used. Gravel soils, especially if they contain some clay loam, are often good. Again, this fruit is sometimes produced abundantly in somewhat heavy clay loams. Thriving, as it does, in almost all kinds of soil that is not wet and cold, it becomes impossible to recommend any one kind of soil that will give the best results.

Strawberries usually do best on comparatively new land. Land from which the trees have recently been cut, so that it contains the decaying leaf mold and the spongy condition incident to newly cleared land. Such land, however should have the sprouts well subdued and should be worked to facilitate cultivation of the plants. It is important that the land should be mellow and easily worked. You need not expect a bumper crop of berries unless you are willing to give them some care or attention.

The choice of slope depends upon the object sought. A south slope is warm and, consequently, produces earlier berries. The berries are also likely to be of better color and of a finer flavor where they receive full benefit of the sunlight. In sections where drouth is likely to occur, or where the soil is naturally too light and warm for the crop to hold out long, it may be best to select a north slope, on account of the fact that it is cooled and does not heat up and dry out so early in the season. Generally speaking, however, in good soils a south slope, to receive full sunlight, is best.

PREPARATION OF THE LAND

The soil should be of such a nature as to retain moisture without being too wet and soggy. It should be loose and mellow, so as to make easy cultivation.

The land should be well plowed, either in spring or fall. If it is light, mellow and well drained, it may be best to plow in the spring, as weeds may

then start less quickly. If the ground is inclined to be heavy and cloddy, it will then be best to plow in the fall, as freezing of the ground will greatly help in mellowing the land for you. The plowing should be done when the ground is in the best of condition; that is, when neither too wet or too dry, but when it turns up mellow and in workable condition.

The ground should be thoroughly harrowed and pulverized, otherwise the land would be in poor shape for the setting of your plants. Proper preparation of the land is a most economical way of making the remainder of the work easy and profitable. It will not only insure you a better stand of plants, but a larger crop of better berries.

SETTING THE PLANTS

Strawberries may be set either in spring or fall. Toward the north they are mostly set in the spring, while in the south they are often set in the fall. Where the winters are not severe enough to freeze the ground very deep, plants may be set at almost any time between fall and spring when the ground is not frozen; however, the greater part of the plants are set in early spring, before they make much growth.

As to the manner of setting the plants, there are so many ways that I feel somewhat backward about giving my method. However, it is very simple and requires no special implements to do the work with. I lay off my rows three and one-half feet apart and list on this same as you would for cotton. I then go over the land with a drag, bringing the ridges down three or four inches above the level. In setting out the plants I use a garden trowel or dibble, setting the plants fourteen to sixteen inches apart in the drill, being careful to get them in the ground about as deep as they originally were, putting the roots straight down, pressing the soil firmly around the plant. This is very important, as it keeps the ground from drying out, which it would do if left loose.

CULTIVATION

Proper cultivation is, without a doubt, the most important factor in promoting success to strawberry growing. If all other phases of strawberry growing are properly observed and cultivation is neglected the result will not be satisfactory. The selection of the soil and location, the choosing of the varieties, the setting of plants, the handling and marketing of the crop—all important in themselves—will fail to give a profitable yield of fruit unless the soil is properly cultivated during the summer. All blooms that form on the plants the spring they are set out, should be picked off. If they are allowed to make fruit this will injure the plants.

Begin working your berries soon after planting them. Newly set plants often fail to start off well in the spring if cultivation is neglected. Be careful not to get too close to the plants as to disturb the roots, also not to cover up the crown or heart of the plants, as, in many cases, the latter will cause them to die, especially in rainy weather, as it causes the crown to smother and rot. Always cultivate as soon after a rain as the ground will permit; never let your berries stand until the ground becomes hard and dry around your plants. Cultivation regulates the moisture supply. It favors storing up a larger amount of rainfall in the soil. It is a matter of common observation that much of the rain that falls fails to soak into the ground. Cultivation opens up the soil so the rain may soak in. It not only breaks the crust, thus forming openings for the water, but it does more than that—it causes the soil to slack so the rain may soak in between its finest particles.

If these instructions are carefully observed success will be sure to follow.

SAVE THIS PRICE LIST

Send in your order at once for the plants you need. But please don't throw this list away or allow it to get lost. There will be other times you may need it, hang it on your file or keep it in some place where it can be found quickly. I will also appreciate it if you will tell your friends and neighbors about me and I will be glad to send them my price list on request.

Strawberry Plants My Specialty

My plants are free from dangerous insects and contagious plant diseases as per the state inspectors certificate. If you buy plants of me you will get first class plants that are free from infection. Undoubtedly you can buy cheaper plants elsewhere but you may not get the all round satisfaction as you receive from me, I have no cold storage for my plants which changes the frost proof nature; then when planted out in the field they cannot stand the climate again, neither the sun. An indoor housing will tender the plant. I dig my plants fresh from the beds, in this way you can only get of me good reliable plants. Place your order with me today, you will be pleased. All orders must be accompanied with required remittance.

RESPECTFULLY YOURS,

HORACE R. MANN, Proprietor
ROSEBANK NURSERY

Winchester

--

Tennessee



PLAIN HOMELY TALKS



This is a plain homely talk, but I always thought busy men and women would read plain simple statements if it saves them money or tells them something important. For a good many years plant growers have been paying a lot of extra unnecessary profit on the plants they buy. You may have done it through agents, retailers, wholesalers, the three profit plan, the indirect expensive way; give an agent \$15.00 for a bill of plants, he puts \$5.00 in his pocket and gives \$10.00 to the retailer, the retailer keeps \$5.00 and gives \$5.00 to the wholesaler; he keeps \$2.00 and gives the grower \$3.00; you can save that \$12.00 which is divided around as net gain, if you will only accept my offer, you can select a complete line of plants from this bargain offer.

No agent or peddler can give you values like this from the fact they must pay transportation before they can get to you; Hotel bill, oftentimes rigs from the stable; this all is your expense. Make out your order today, if your ground is not ready you can transplant them. Thanking you in advance for your order.



ROSEBANK NURSERY

HORACE R. MANN, PROPRIETOR

BERRY PLANTS A SPECIALTY

WINCHESTER, TENN.

Dear Friend:-

Your request for my price list just received, and I am glad to send you one by return mail. By reading the price list carefully, I believe you will find some valuable information that will help you in growing better berries. I want you to know more about plant and berry growing as you will find it big money to you if you wish to enter it as a business. Otherwise you will find that it will pay well to grow berries for your own use.

In reading take note of my method of doing business. I hold myself responsible for any variety that does not prove true, upon proper proof to refund money or replace any varieties that prove untrue. I substitute only when ordered by my customers, then I give the best variety I have in stock.

I want to send you some of my plants this year, and if I do, I believe you will be well pleased with them, and you will agree with me that I have made a choice of the leading varieties to offer you. Try some of each kind. Your berries will be admired by all who see and sample them, and you will get many times the value for every dollar you send me.

The strong, heavily rooted plants that I grow on a well prepared soil,--and grow for plants only,--are much better than plants dug from between fruiting rows as many plant dealers are doing. I want to urge upon you the importance of buying well rooted plants to start your berry patch. I have studied the growing, digging and packing of plants for over thirty years. I will guarantee to please you in every way with my plants, packing and service.

Let me book and reserve your plants now, fill out the order blank today and mail it to me, your check will be expected. To be sure of getting the varieties you want place your order now. Be sure to mark on the order blank the time you want them shipped. I want you as a regular customer in the future, and will do my part to make my dealings pleasant and profitable to you. Inclosed find order blank; when order blank is used mistakes seldom occur.

Awaiting your early order, I am

Very truly yours,

Proprietor,

ROSEBANK NURSERY.

HORACE R. MANN, PROPRIETOR

50c.

Excelsior
 Early Mitchel
 Lady Thompson
 Klondike
 Missionary
 Aroma
 Bubach
 Gandy

1
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 3
 4
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 8

RASPBERRIES, RED—\$1.00 per 12; \$2.00 per 25; \$6.00 per 100.
RASPBERRIES, BLACK—75c per 12; \$1.50 per 25; \$5.00 per 100.
BLACKBERRIES, EARLY HARVEST—\$1.00 per 12; \$1.75 per 25; \$5.00 per 100.
DEWBERRIES, LUCRETTA—\$1.00 per 12; \$2.00 per 25; \$7.00 per 100.

Prices quoted on both common and Everbearing plants, 50, 100, 200, 500, and 1,000, are by parcel post, paid by me. Prices quoted on Strawberry Plants in 5,000 and 10,000 lots buyer paying transportation.

Our plants are now ready for shipment. We can furnish the varieties here shown and guarantee them to be well rooted plants. Place your order today.

Terms, cash with order. If more than 10,000 are wanted, write for prices.

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